

# **Attachment #5**

## **MANAGERIAL AND TECHNICAL RESOURCES**

KYLE B. COATS  
5614 Stones River Ave.  
Baton Rouge, LA 70817

RESUME OF QUALIFICATIONS

(225) 753-6230

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EDUCATION

LOUISIANA STATE UNIVERSITY, Baton Rouge, LA  
Bachelor of Science Degree

12/00-12/02

EATEL, Baton Rouge, LA ( Eatel acquired Telamerica 12/8/00)  
Manager, Strategic Sales  
Responsibilities: Manage a local sales team in  
marketing the products offered by Eatel. Products include: facilities  
based T-1 and resale dial tone, T-1 internet and long distance service.

12/96- 12/00

TELAMERICA LONG DISTANCE, Baton Rouge, LA  
Vice President of Sales and Customer Service  
Responsibilities: In addition to responsibilities as sales manager, my  
responsibilities included: Opening sales offices in markets throughout  
LA, staffing these offices with both sales and managerial personnel,  
creating a centralized customer service department and then expanding  
it into a 24/7 operation, managed the process of becoming a competitive  
Local Exchange Carrier, developed and implemented all CLEC products,  
managed the day to day operations of the corporate office.

1/88 - 3/96

Sales Manager-TELAMERICA LONG DISTANCE  
Responsibilities: Hiring, training, supervising, and evaluating of sales  
force, development and implementation of incentive oriented  
compensation plan and competitive rate structures, coordination of all  
marketing activities which include: direct sales, trade shows, and  
advertising trade accounts.handed all customer relations for new  
and existing accounts.

2/87 - 1/88

Communications Consultant - TELAMERICA LONG DISTANCE  
Responsibilities: Generation of leads, follow up on leads, analysis of  
potential client's long distance needs, presentation and closing of  
proposals to potential clients, follow up on customer satisfaction.

6/85 - 1/87

GAGE TELECO USA, Baton Rouge, LA  
Account Representative  
Responsible for configuring and marketing phone systems to Baton Rouge area  
businesses.

# **Resume**

## **Jon C. Seger**

### **Personal Data**

Address: 756 Myrtle View Drive, Baton Rouge, Louisiana 70810-4200.  
Home Phone: (225) 769-3950.  
Date and Place of Birth: June 3, 1957 Ft. Collins, Colorado.  
Marital Status: Married, four children.

### **Work Experience**

Date: December 2000 - Present  
Company: Louisiana Online, Inc., Baton Rouge, Louisiana  
Type of Business: Internet retail.  
Position: Owner / Vice President  
Description of work:

Web site creation and modification, photography, inventory control, order processing, shipping, telecommunications, and system backups.

Date: June 1984 - December 2000  
Company: TLX Communications, Inc., Baton Rouge, Louisiana.  
Type of Business: Telephone company.  
Position: Owner / Vice President.  
Description of work:

Chief Engineer responsible for all technical aspects of the company, including installation and maintenance of long distance network, Harris 20/20 switch and related equipment, digital and analog trunks, central office repeaters, Novell LAN, customer database and billing system, fire suppression systems, UPS and DC power system. Head of customer provisioning department and technical support department. Oversee installation and maintenance of customer premise Channel Banks, 1+ Automatic Dialers, and data circuits.

Date: June 1981 - June 1982

Company: Catalytic, Inc., Baton Rouge, Louisiana.

Type of Business: Industrial Engineering and Construction company.

Position: Field and Home Office Planning Engineer, Project Administrator.

Description of work:

Field Planning Engineer on Crude Air Preheater project for Marathon Oil Company, Garyville, Louisiana. Home Office Planning Engineer assigned to the following projects: Substrate Alumina expansion for Kaiser Aluminum and Chemical Corp., Baton Rouge, Louisiana; Blending and Packaging facility for Penzoil Products Company, Shreveport, Louisiana; and Crude Air Preheater for Marathon Oil Company, Garyville, Louisiana. Project Administrator for Substrate Alumina project for Kaiser Aluminum and Chemical Corp., Baton Rouge, Louisiana.

Date: June 1973 - March 1981

Employer: Self-Employed Painting Contractor, Baton Rouge, Louisiana.

Description of work:

Estimating, Contract Administration, Accounting, Purchasing, Job Superintendent, Painter.

## Education

1982 - 1984 Louisiana State University, Baton Rouge, Louisiana.

Degree: Master of Business Administration.

1975 - 1981 Louisiana State University, Baton Rouge, Louisiana.

Degree: Bachelor of Science in Construction.

1971 - 1975 Robert E. Lee High School, Baton Rouge, Louisiana.

## College Honors and Activities

SGA University College President; Dean's List; Student Chapter Associated General Contractors; Phi Gamma Delta - IFC Representative, Scholastic Achievement Award, Award and Honors Committee.

## References

Available on request.

# JOHN H. BRYDELS, JR.

5212 Summa Court - Baton Rouge, LA 70809 - email brydels@aol.com

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## EDUCATION

**Louisiana State University, Baton Rouge, LA**

**Bachelor of Science in Finance - 1982**

1 Graduated Summa Cum Laude - GPA 3.97

2 President - Delta Sigma Pi Business Fraternity

**Master of Science in Accounting - 1984**

## EXPERIENCE

**Louisiana Online, Inc., Baton Rouge, LA**

President and CEO - 2001-2002.

3 Secured domain names and trade names for internet startups.  
Managed intellectual property concerns.

4 Created and designed internet web sites for internet startups.

5 Designed and assisted in the publishing of a children's cookbook.

**TLX Communications, Inc., Baton Rouge, LA**

President and CEO - 1984-2000

6 Supervised the organization and management of a fifty-employee organization.

7 Performed financial analysis, cash flow analysis, budgeting, forecasting, and tax planning for a company with \$18 million annual sales.

8 Managed the marketing and sales efforts of the organization.

9 Negotiated the sale of the company to a larger telecom concern.  
Performed all necessary due diligence functions.

## ACTIVITIES

**Professional Designations:** : CPA (inactive), CMA, CFM

**Part-time Employment:** Taught freshman accounting while a graduate student at LSU.

**Volunteer Experience:** Community Advisory Board - Baton Rouge Boys and Girls Club